

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-04 H-02 MC-02 EB-07 INR-07 L-03

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FM AMEMBASSY ISLAMABAD
TO SECSTATE WASHDC 5132

C O N F I D E N T I A L ISLAMABAD 4025

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E.O. 11652: GDS

TAGS: MASS, PK, US

SUBJECT: PAKISTANI AMMUNITION ORDERS

REFERENCE: (A) STATE 94896, (B) STATE 85745,

1. ANGUISH IN DSAA OVER PAK DECISION TO REVISE AMMUNITION ORDER IS MATCHED BY ANGUISH IN EMBASSY. DEPARTMENT NEED NOT WORRY THAT ITS MESSAGE WAS MISUNDERSTOOD. PAK ARMY HAD TOLD ODRP, PRIOR TO RECEIPT OF REFTEL B, THAT ON REFLECTION IT WANTED TO REVISE ITS ORDER DOWNWARD. ARMY HAD TAKEN ANOTHER LOOK AT ITS NEEDS AND ITS FINANCES AND DECIDED QUANTITIES ORIGINALLY CONSIDERED WERE NOT NECESSARY.

2. AS DEPARTMENT KNOWS, MILITARY SALES RELATIONSHIP WITH PAK AIR FORCE AND NAVY CHARACTERIZED BY GENERALLY EFFICIENT WELL-MANAGED PROCEDURES ON BOTH SIDES. REGRETTABLY, SAME CANNOT BE SAID FOR ARMY. IT HAS NOT YET RATIONALIZED ITS PROCUREMENT PROCEDURES AND, IN ATTEMPT TO GET BIGGER SHARE OF FOREIGN EXCHANGE PIE, PREMATURELY ASKS FOR LARGE SUMS FOR PURCHASES, AND REQUESTS LOANS TO SUPPORT THOSE INITIAL REQUESTS. AFTER REFLECTION, AND FACED WITH BUDGET REALITIES, THEIR DECISIONS ARE OFTEN CHANGED. HAIR-PULLING IN DSAA IS UNDERSTANDABLE. DOD MAY HAVE INFORMED YOU THAT ARMY HELICOPTER BUY LOOKS LIKE IT MAY BE DELAYED SINCE ARMY HAS, AT LAST MOMENT, DECIDED TO

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REQUEST CHANGE IN RADIO BEING INCLUDED IN HELICOPTER.

3. WE ARE HOPEFUL THAT, AS HAPPENED WITH NAVY AND AIR
FORCE, AS TIME PASSES AND ARMY BECOMES MORE FAMILIAR
WITH OUR PROCEDURES AND OVERCOMES ITS OWN MANAGEMENT
PROBLEMS, FRUSTRATIONS SUCH AS THE PRESENT ONE WILL
DECREASE. IN MEANTIME, WE WILL DO WHAT WE CAN TO
ENCOURAGE REALISTIC PLANNING IN PAK ARMY MILITARY PURCHASES
FROM US AND HOPE PATIENCE AND UNDERSTANDING WILL PREVAIL.
BYROADE

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Message Attributes

Automatic Decaptoning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY PROCUREMENT, MILITARY BUDGET, AMMUNITION
Control Number: n/a
Copy: SINGLE
Draft Date: 21 APR 1976
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greenet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ISLAMA04025
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760151-0119
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760440/aaaabhnf.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: STADIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: STADIS
Reference: 76 STATE 94896, 76 STATE 85745
Review Action: RELEASED, APPROVED
Review Authority: greenet
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUN 2004 by BoyleJA>; APPROVED <14 OCT 2004 by greenet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PAKISTANI AMMUNITION ORDERS
TAGS: MASS, PK, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006